

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY DOHA

INFO AMEMBASSY ABU DHABI

UNCLAS STATE 042744

E.O. 11652: N/A

TAGS: BEXP, QA

SUBJECT: J.A. JONES CONSTRUCTION COMPANY

1. ARP CONTACTED MR. L.B. LEONARD AT J.A. JONES CONSTRUCTION COMPANY. MR. LEONARD CONFIRMED JONES COMPANY'S DECISION TO WITHDRAW FROM COMPETITION FOR QATAR UNIVERSITY CONTRACT. LEONARD ASCRIBED WITHDRAWAL TO COMPANY'S ALREADY SIGNIFICANT EXPOSURE IN MIDDLE EAST, PRIMARILY SAUDI ARABIA, AND ABSENCE OF OPIC POLITICAL RISK INSURANCE FOR SUBSTANTIAL MACHINERY AND OTHER ASSETS WHICH FIRM NOW HAS IN MIDDLE EAST COUNTRIES TO CARRY OUT PROJECT WORK. REQUIREMENTS FOR BANK GUARANTEE AND VARIOUS OTHER STIFF PERFORMANCE GUARANTEES CONTAINED IN TENDERING DOCUMENTS ALSO A FACTOR IN CAUSING FIRM TO ABANDON QATAR UNIVERSITY PROJECT.

2. IN PRINCIPLE, JONES CONSTRUCTION CONTINUES TO BE INTERESTED IN OTHER PROJECTS IN QATAR; HOWEVER, DECISION ON ACTIVE PURSUIT OF A GIVEN PROJECT WILL BE MADE ONLY AFTER INTENSIVE STUDY OF TENDERING DOCUMENTS. MR. LEONARD PLANS TO VISIT QATAR AS PART OF HIS NEXT TRIP TO THE MIDDLE EAST. HE WILL TRY TO BE IN DOHA THE WEEK OF MARCH 1. WHILE DISCUSSIONS WITH TEYSEER RE FUTURE
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BUSINESS RELATIONSHIP MIGHT WELL TAKE PLACE DURING MR.

LEONARD'S VISIT, PART OF THE URGENCY FOR FIRING UP A
RELATIONSHIP WITH TEYSEER DISAPPEARED WITH DECISION NOT
TO PURSUE QATAR UNIVERSITY PROJECT.

3. WITH REGARD TO ABU DHABI INTERCONTINENTAL HOTEL,
JONES IS ALREADY TALKING TO A UAE NATIONAL RE REPRE-
SENTATION FOR THIS PROJECT AND IS THEREFORE NOT INTEREST-
ED IN SPEAKING TO AL-MANA. ARP INFORMED QATARI
EMBASSY IN WASHINGTON THAT MR. LEONARD WOULD BE TRAVELING
IN MIDDLE EAST DURING OMAR AL-MANA'S VISIT TO THE
STATES AND WOULD THEREFORE NOT BE AVAILABLE TO RECEIVE
AL-MANA. MAW

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